

DO YOU HAVE WHAT IT TAKES TO BE A PARTNERING CHAMPION?

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Noah Construction Co.

Ark Project

Client – Creator of
Universe

Location – Earth

Founded - 5500 B.C.

Annual Volume – 0

Bonding Capacity –
Unlimited

Employees – 36

Favorite Number - 2



What is Partnering?

“ A formal or informal process that promotes communication, trust, teamwork and problem solving among project stakeholders.”

Formal Partnering

- Contractual Provision
- Creation of Project Charter
- Discussion of Key Project Related Issues

Informal Partnering

- Not Required But Makes Sense

Project Stakeholders

- You & Your Team
- Client/Agency
- Owner
- Teaming Partners
- Subcontractors

Why Choose to Partner?

- Sets Clear Goals for Project Success from Outset
- Buy-in from Stakeholders
- Everyone has Different Goals
- Mutual Gain When Needs are Met
- Early Understanding of Critical Project Elements
- Early Identification of Project Challenges

When to Partner?

- Challenging Project
 - Multi-faceted or Phased
 - Design-Build
 - New Scope of Work to You or Your Subcontractors
- Multiple Stakeholder/Variety
 - New/Unknown Stakeholders
- When You Expect Issues
 - It's Required

Why Choose to Partner?

- **"Face Time"**
 - Team Building
 - Establish Bonds
 - Foster Commitment Among Stakeholders
- Fosters Communication
 - Build Trust
 - Strengthens Commitment
 - Less "Wiggle Room"
- Reduce Likelihood of Claims
- Save Time & \$\$\$

Partnering Cornerstones

Open Communication and Mutual Understanding of Key Project Issues

- Safety
- Schedule
- Quality
- Budget
- Lines of Authority
- Issue Resolution Process

How to Partner

- Determine Need
- Facilitator
 - Employ Help from Objective, Professional Facilitator
- Set-Up
 - Away from Office
 - Neutral Location
- Set Aside Enough Time
 - Full Day
 - Half Day

How to Partner

- Agenda Setting
 - Cover the Basics
 - Safety, Quality, Schedule, Budget, etc.
- Create a Setting for Teambuilding
 - Open Communication
 - Listen to Stakeholders
 - Make it **Fun**
- Build Your Project Charter
 - Goals for Project
 - How You'll Define Project Success
 - Commitment to Achieving Goals

What Makes Successful Partnering?

**HAVE THE RIGHT
STAKEHOLDERS
PARTICIPATE !**

- Authority to Make & Bind Decisions
- Those that “Make or Break” your Project

What Makes Successful Partnering?

- Partnering Attitude
- Set Goals that are ACHIEVABLE
- Cover the Core Issues
- Communication Lines Established
- Stakeholders “Bond” & Commit Resources
- It's Put Into Action, Used & Monitored
- Follow-up Events
- Team Stays Intact for Future Work
- Charter Goals are Met

What Does it Cost?

- Cost of Time
 - Stakeholder Time and Attendance
 - Management & Oversight
- Hard Costs
 - Facilitator
 - Location
 - Meals
 - Materials

Let's Talk



- Increase Potential for Project Success
- Synergy
- Set Goals, Meet Goals
- Avoid Disputes/Claims
- Awards & Recognition
- More Work with the Same Successful Team
- Increase Potential for Profitability!!

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